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Date: July 19, 2016

To: Elton Brock, Purchasing Manager

From: Jerry Fielder, Division Engineering Manager, Denton Municipal Electric

Subject: **Business Justification for selection of GIS Consulting Services for Denton Municipal Electric projects – SSP Innovations**

The Denton Municipal Electric Engineering Geographical Information Systems (GIS) group has selected SSP Innovations, LLC to enter into a three year Professional Services Agreement (PSA) to deliver GIS consulting needs to the DME organization. The selection of SSP Innovations is in alignment with the long-term five year plan, the 2016 Innovation Plan, for the DME GIS group to assist DME in rolling out projects and new innovations for the electric and telecom utilities GIS industry.

SSP Innovations is a twelve year old utility GIS consulting company based near Denver, Colorado. SSP Innovations has been selected because it is the most preeminent company suited to work with a combination of Schneider Electric ArcFM implementation and integration projects as well as leadership within the ESRI platform. The DME GIS group has determined that SSP Innovations employs the most qualified consultants available for GIS services in the utility industry.

In 2015 and 2016, ESRI awarded SSP Innovations with Partnership Awards at the ESRI Partner Conference. SSP Innovations is also a member of ESRI's 12 member ESRI Partnering Advisory Council. The DME GIS group recognizes the partnership between ESRI and SSP Innovations and the importance of this relationship to the future of the utility GIS industry. With new technology being implemented across many utilities around mobile GIS, real-time analytics, and smarter grids, ESRI and SSP Innovations are recognizing the need that utilities in the 21st Century have to deploy these technologies.

DME also has recognized, by managing robust Transmission and Distribution Electric systems as well as a significant Fiber Optics system, a vendor must be chosen who has experience with working with those technologies. SSP Innovations has been selected due to their exclusive work within the Electric and Telecom industries. The work that SSP Innovations is aiding many utilities to deploy smart GIS solutions meeting the needs of a rapidly changing Telecom and Electric industry.

DME has utilized ESRI and Schneider Electric software for almost 20 years. SSP Innovations has a proven track record of implementations, upgrades and customizations with the full suite of ESRI and Schneider Electric software. The depth of the SSP Innovations team is derived from past work at other firms such as ESRI, Schneider Electric and Autodesk, as well as other leading GIS firms. SSP Innovations has performed

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EXHIBIT 6

installation, configuration, data conversion, data modeling, and training projects for many utilities. SSP Innovation's work with solution oriented consulting will help DME with many projects including database health and tuning, upgrades, and filling needed technological gaps with customization and integration projects.

Executing the PSA with SSP Innovations will also aid DME in adding significant Return on Investment (ROI) with the currently deployed GIS solutions, as well as increasing workflow efficiency by integrating other systems to GIS and making DME's software solutions more spatially aware.

SSP Innovations has performed GIS integrations with Customer Information Systems (CIS), Enterprise Asset Management (EAM), Work Management Systems, Inventory, Payroll, Engineering Analysis, Outage Management Systems, Document Management, One-Call (Line Locate), Mobile Work Force Management (MWFM), Integrated Voice Response, Customer Notification Systems, Materials Management and more.

SSP Innovations has performed work with many other municipal utilities across the United States including Garland Power & Light (Garland, TX), CPS Energy (San Antonio, TX), City of Houston (Houston, TX), City of New Braunfels (New Braunfels, TX), Memphis Light Gas & Water (Memphis, TN), and Burbank Water & Power (Burbank, CA). SSP Innovations also has worked with CoServ (Corinth, TX), Texas-New Mexico Power (Lewisville, TX), Tri-County Electric (Azle, TX), Alabama Power (Birmingham, AL) and Georgia Power (Atlanta, GA).

Staff at DME also have worked personally with SSP Innovations technical teams at previous utilities. Their professionalism and high level of skill and knowledge regarding telecom and electric GIS projects is comparable to none.

Texas Local Government Code 252.022(4) allows for an exemption to competitive requirements for the expenditure of funds for procurement for a personal, professional, or planning service. I am proposing a 3 year professional services agreement with SSP Innovations in an amount not to exceed \$2,000,000 which specifically outlines known projects for the DME GIS group in the next three years, but is not limited to those specific tasks.

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